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9 July 1965

25X1 MEMORANDUM FOR: [REDACTED]

25X1 1. I know a number of people that are listed on the paper provided by [REDACTED] 25X1  
[REDACTED] are particularly well known. I am concerned, however, as to whether or not the approach to recruiting is through individuals, or through straight out-and-out-advertising. If we are trying to recruit through individuals in a company with the intent of recruiting within that company, I think the proper approach is through the executives of that company rather than through their people. This will prevent resentment against the Agency. Because of the rather close knit community in Florida, I think some question of ethics might also be raised about using these people as members of professional societies to recruit in other organizations. [REDACTED] 25X1  
[REDACTED] is in a particularly sensitive situation in Florida because [REDACTED] 25X1  
Any recruiting through [REDACTED] for the Agency among other companies in Florida would essentially mean recruiting among [REDACTED] 25X1  
[REDACTED] This can also create problems. There are some publications which are aimed at the Florida area: The Florida Engineer is one, and the IEEE has Florida publications also that might be useful.

25X1 2. Does the Agency ever deal directly with the personnel managers in these various companies? Many times the companies are faced with the problem of placing employees that they can't use due to loss of contracts, etc. Contact with [REDACTED] 25X1  
[REDACTED] and some other major companies might be fruitful if this method is ever used.

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